



*Mary Menz*

# Organization Profile



## Government Communications Systems



- Avionics
- Communications and Information Systems
- Intelligence, Surveillance, Reconnaissance Technology
- Satellite Communications Systems
- Operations and Support Services

## RF Communications



- Tactical Radio Communications
- Long Range Radios
- Secure Products (embeddable security)
- Integrated Communications Systems

## Headquarters Melbourne, Florida



## Broadcast Communications

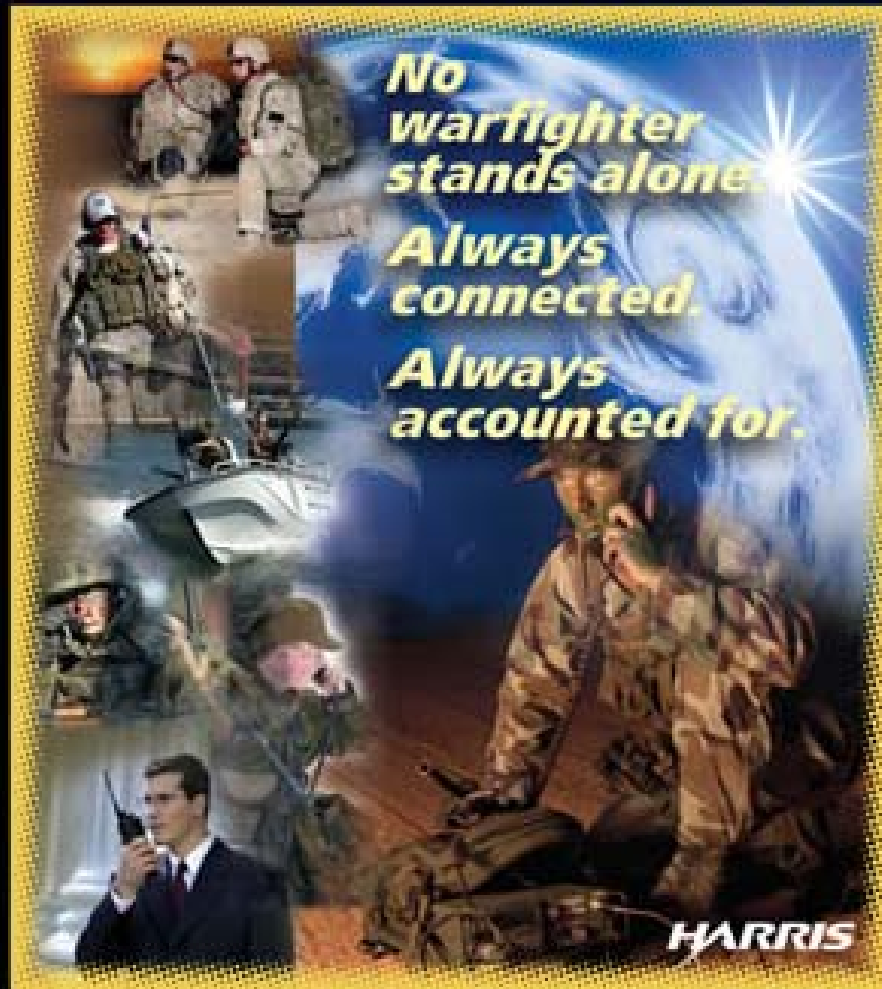


- TV and Radio Transmission Equipment
- Software Systems
- Networking Products and Systems

## Microwave Communications



- Point-to-Point Microwave Radios
- Broadband Wireless Access
- Systems Integration and Services, Net Management



## RFCD Vision

## RFCD Mission

We are the best-in-class, global supplier of communications-based products and systems for military customers. Backed by superior customer support, our reliable, fully-integrated, secure wireless solutions help our customers achieve network integrity, pervasive connectivity and information dominance in their theater of operations.

# Flexibility is the Key



- Commercial approach
  - Market assessment / user needs analysis.
  - Develop to industrial and military specifications.
  - Build to forecast.
- High product mix
- Low to high volume

## **Flexibility in Security Assistance**

- Acquisition
  - Expand contract vehicles to support OIF, OEF, GWOT
  - Adapt to non-traditional business
- Streamline LOA Preparation
  - Blanket release
  - Fast track amendments
- Training
  - Customer, embassy staff, service, security assistance, contractors

- Build Relationships
  - Foreign customer
  - Combatant commands
  - Contractors
- Choose Primes Wisely
  - Pre-qualify
- Team Approach
  - Expand partnership programs
- Anticipate Requirements
  - In conjunction with services, develop standard mission applications and systems

The United States Security Assistance Program has several objectives: Support foreign policy, maintain a strong technology base, protect national security and assist coalition partners. The challenge exists in operating a system that effectively addresses all of these objectives.